

Buyers Arrived

Buyers are invited to register in this column by telephoning Beekman 8243 between 10 a. m. and 10 p. m.

Women's Wear and Millinery

ALLEGHENY—Perry J. Motor Co.; J. Melvin, men's furnishings; Marlochairs.
BANGOR, Me.—S. A. Moran & Co.; Mrs. S. A. Moran, milliner; John C. Leonard, trimmed and untrimmed millinery and trimming; Charlotte N. A. Anderson, millinery.
CHARLOTTE, N. C.—C. Z. Shelton, women's wear;
WALKER, CHATTANOOGA, Tenn.—M. Field, women's wear;
CHICAGO—J. Hammerman, women's wear; Broad-
WORLD, Ohio—Armstrong, Alcock & Cas-
telli, men's wear; Mathews, Alcock & Cas-
telli, men's wear; Gluck's Sons, M. H.
GARRELLI, Penn.—F. Gluck's Sons, M. H.
GEOFFREY, Penn.—Werner, Rat & Werner;
P. W. Webster, men's wear; W. E. Johnson's
Room, 1150 Broadway, Room 1150.
HARFORD, Conn.—Sage, Alcox & Co.; W.
Sergeant, Indianapolis, Ind.—Fabriky & Morris
Millinery Co.; E. Dietrich, men's wear;
LAWRENCE, Mass.—W. L. Cross, Inc., Men's
wear; R. E. Brewster, oil goods.
KANSAS CITY, Mo.—Smith & McDowell & Thomas;
William Grissom, ready to wear; T. Leonard
SCOTT, N. H.—M. Sanborn, ready to wear;
Park Avenue, Boston—Ross Millinery Co.; J. H.
Dunn, milliner; York.
MARION, Ohio—D. Frank, suits, coats, etc.; C.
HARRIS, Marion, ladies' wear; 100 Fifth Ave.
Room 1100.
NEW YORK, N. Y.—R. Forman; Miss V.
Leader, dresses, coats; Assoz. Nitro Corp.; 225
Fifth Avenue.
NEW YORK, N. Y.—R. Forman; Miss Ryan,
wardrobe; Miss Corp., 225 Fifth Avenue.
SHAMOILIN, Penn.—Swawer Co.; Mr. Swar-
der, men's wear; W. W. Swawer.
SANTO DOMINGO, D. R.—Heller, millinery goods;
Ladan.
SAN FRANCISCO, Calif.—A. Callahan, ready to
wear; 1150 Broadway; Lawrence, L. C., dry
goods; L. Rosenthal, millinery, ready to wear;
PHILADELPHIA—S. Goldberg Co.; S. Goldberg,
woman's wear; Anderson.
ST. LOUIS—S. Goldberg Co.; S. Goldberg,
millinery, ready to wear; 1150 Broadway.
TAMPA, Fla.—Sweet, Dempster & Co.; G. Oliver,
hat, cap, etc.; Alcock.
CLARKSBURG, W. Va.—Furnishing Co.; C. E.
Jens, men's furnishing goods; Cumberland.
HARTFORD, Conn.—Thomas, Co.; E. B.
Marshall, men's goods; Fifth Avenue.
LANCASTER, Penn.—Gibet & Wolf; W. Groff,
men's clothing; Lancaster.
LOUISVILLE, Ky.—M. Berman, men's furnishing
goods and clothing; Pennsylvania.
NEW YORK, N. Y.—Levy Bros.; S. B. Kennedy,
hats; Brothman.
MIDDLETOWN, N. Y.—Charles Wain, men's
furnishing goods; Franklin, Brooklyn.
BALTIMORE—Goldberg Bros.; D. Rosenblatt,
men's wear; Goldsmith, men's wear.
BALTIMORE—Fisher & Goldsmith, merchant-
tailors; H. Goldsmith, representing; Pennsylvania.
BALTIMORE—Goldberg Bros., dry goods; O.
Stern, men's goods; Fisher.
BALTIMORE—Goldberg Bros. & Co., Inc., men's
clothing; N. Schloss, men's goods; 119 Fifth
Avenue.
BOSTON—Daniel & Bartman; M. Daniels,
men's dresses; Herald Square.
BOSTON—Glasier Co.; M. Glasier, drygoods;
Braunfels, Curtis & Co.; S. Andrews,
perfumery; S. Andrews, Broadway.
BOSTON—H. Stearns & Co.; E. Lowry,
white and wash goods; Philadelphia, notions,
toys, articles.
BOSTON—Star, Belmont Co.; L. Stein, men's
ranging; Belmont, Boston.
CHICAGO—Class, Kaufman & Bros.; A. C.
Kaufman, men's wear; Thomas, Co.; 200 Fifth
Avenue.
CINCINNATI—Woolas Bros. & Co.; H. Tobias,
blouses and flannels; 43 Leonard Street.
DETROIT—H. Stearns & Co.; L. Costello,
blouses and flannels; 43 Leonard Street.
DETROIT—H. Stearns & Co.; L. Costello,
blouses and flannels; 43 Leonard Street.
DETROIT—R. A. Knight, drygoods, etc.;
Wallace.
EL PASO, Tex.—H. Lewer, drygoods, etc.;
Herriman.
INDIANAPOLIS—Farnley & Morris, Millinery
Co.; A. J. Farnley, hats, silks, velvets, trim-
mings; Farnley & Morris, 1150 Broadway, care
Brown Hat Mfg. Co., Inc., store.
JAMESTOWN, N. Y.—J. Anderson, piece goods;
Brookdale.
MONTREAL—Cohen & Co.; A. Cohen, piece
goods; 100 Fifth Avenue.
MONTREAL—Goldberg Bros.; D. Rosenblatt,
men's wear; Goldsmith, men's wear.
MONTREAL—M. Cohen, piece goods; Broadway.
MONTREAL—H. Hannans, drygoods; Broadway.
Montreal Central.
PITTSBURGH—M. Goldberg Co.; M. Goldberg,
drygoods; Broadway Central.
MORGANTOWN, W. Va.—C. Chernowet, dry-
goods; 1150 Broadway.
NASHVILLE, Tenn.—C. Levy, piece goods; Cum-
berland.
PHILADELPHIA—Drygoods & Laces, S. Dry-
good, men's clothing; 200 Fifth Avenue.
PHILADELPHIA—Reis & Smith, Mfg. Co.,
men's wear; Reis, men's wear; S. Smith, men's
silks; Imperial.
PHILADELPHIA—Holzer Shirt Co.; L. L.
Reiss, men's shirts; Imperial.
PHILADELPHIA—J. Blumenthal, woolens, etc.;
Marshall Fields, 1150 Broadway.
PITTSBURGH—G. Lichtenstein & Sons; S. Lichten-
stein, drygoods; Broadway Central.
SPRINGFIELD, Mass.—W. Wallace; A.
Alexander, cotton goods; 230 Fifth Avenue, 13th
Floor.
TROY, N. Y.—G. V. S. Quackenbush & Co.;
G. V. S. Quackenbush, men's wear; 100 Fifth
Avenue.
WILMINGTON, N. C.—C. H. Fors, drygoods;
Island House.

Men's Wear

BALTIMORE—N. Levy, men's wear; Broadway
Central.
BINGHAMTON, N. Y.—Cook & Bell; L. W.
Ball, men's furnishing goods; Peck, Stow & Wilcox.
BOSTON—H. Stearns & Co.; E. Lowry,
white and wash goods; Philadelphia, notions,
toys, articles.
BOSTON—Star, Belmont Co.; L. Stein, men's
ranging; Belmont, Boston.
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MONTREAL—Goldberg Bros.; D. Rosenblatt,
men's wear; Goldsmith, men's wear.
MONTREAL—M. Cohen, piece goods; Broadway.
Montreal Central.
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SPRINGFIELD, Mass.—W. Wallace; A.
Alexander, cotton goods; 230 Fifth Avenue, 13th
Floor.
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G. V. S. Quackenbush, men's wear; 100 Fifth
Avenue.
WILMINGTON, N. C.—C. H. Fors, drygoods;
Island House.

Furs

CHICAGO—Sweet, Dempster & Co.; G. Oliver,
hats, caps and furs; Alcock.
PITTSBURGH—M. Goldfarb, Millinery, Sun-
day wear; S. Schwartz, fur and millinery;
Wallace.

Notions, Toilet Goods, Drugs

BOSTON—H. Stearns & Co.; E. Lowry,
white and wash goods; Philadelphia, notions,
toys, articles.
BOSTON—Star, Belmont Co.; L. Stein, men's
ranging; Belmont, Boston.

OSKALOOSA, Ia.—Church Bros.; S. T. Church,
men's wear; Thomas, Co.; 200 Fifth
Avenue.

SAN FRANCISCO—California Notions & Toy
Co.; F. Michael, notions and toys; W. H.
West, Twenty-third Street.

Leather and Fancy Goods, Jewelry

BOSTON—H. Stearns & Co.; Mrs. J. S. Ender,
silver, millinery, leather goods; 200 Fifth Avenue.
MONTREAL—Que.—H. Morgan & Co.; Miss A.
C. Rose, fancy goods; Park Avenue.

**House Furnishings, Furniture,
Floor Coverings, Drapery**

PHILADELPHIA—Penn.—E. Hock; E. Hock,
Woolworth, men's clothing, furniture goods and
household articles; Flanders Bros. Co.; P.
V. Durstine, men's clothing, furnishing goods and
household articles; 200 Fifth Avenue, Jay Co.

General Merchandise

ALLEGHENY, Penn.—C. A. Denney Furnish-
ing Co.; Mrs. A. Wiesman, representing; E. Z. Ziefen-
bach, men's wear; Park Avenue; Mr. N.
Rosen, representing; Philadelphia.

ATLANTA, Ga.—M. M. Lurie & Co., dry
goods; E. P. Egan, commissioning; 1150 Broadway,
Brennan.

BOSTON—H. Stearns & Co.; W. Butler, mer-
chandise manager; 25 West Thirty-second Street.

CHARLESTON, W. Va.—Goldfarb & Straus; L.
M. Goldfarb, men's wear; L. M. Goldfarb, men's
fancy goods, leather goods, belts, silver,
muslin underware, men's furnishing goods, gloves
and toys; 37 West Twenty-sixth Street.

Buyers' Wants

NEW YORK—If you have any questions or need
any information concerning popular dry goods, we
will be pleased to answer them. We have
a number of buyers below market price. Madison
Square, New York.

GROSSMAN BROS.

CAMBRIC WANTED—open for white 36-inch
widths, 60c; immediate delivery must be
given; sample and book price. Letter
Madison Square, New York.



What will PROHIBITION do for the Tea Business?

Some Facts for Tea Men to Think About

July 1st will be a blue-letter day for millions of people, deprived of the personal privilege of drinking what and when they choose.

Ignoring the moral, political and economic phases of prohibition, we tea men—importers—packers—jobbers and retailers—are offered the greatest business opportunity of generations—

—that of turning the attention of the American people to the charms of tea as a mildly stimulating social beverage.

Every English speaking country in the world, i. e., Eng-

Tea Importation	1880	1890	1900	1910	1917
Population U. S.	72,162,936	83,886,829	84,845,117	85,626,370	103,364,410
Pounds per capita	50,115,783	62,947,714	75,994,575	91,972,266	104,444,303
	1.39	1.33	1.10	.89	.98

It will be observed that while the population of the United States has increased 108% in twenty-seven years, the importations of tea have increased only 43% and the per capita consumption of tea has decreased from 1.39 pounds in 1880 to .98 pounds in 1917.

* * *

We have purposely omitted statistics for 1918 as the importations were due to abnormal conditions and were in no way affected by the actual consumption of tea in the United States. The importation in 1918 shows an increase of 15,000,000 pounds, due to the heavy influx of Java Tea, although Oolong, China, Ceylon and Indian Teas show a falling off.

The reason is plain—it is because people have had their attention directed to other beverages.

land, Ireland, Scotland, Australia, New Zealand, Canada and South Africa, uses from four to seven times the quantity of tea per capita consumed in the United States. The United States would have been a tea-drinking nation except for the Boston Tea Party. This old bogey for 143 years has deprived the American people of a delicious beverage prized by civilization for 4,000 years.

The size of the opportunity now presented may be gauged by the following figures, showing the comparative yearly imports and per capita consumption of tea during the past twenty-seven years:

This space contributed by

What is the remedy?

The remedy lies obviously in adopting the methods that have built up the demand for other beverages—the methods that have erected great industries and amassed great fortunes for those who ACTED.

The remedy is to teach the American people,

First, how to make good tea;

Second, to use good tea, and

Third, to be able to recognize GOOD tea when they drink it. This can only be done through publicity.

And that is what the leading tea men of America propose to do and do NOW, while the subject of prohibition is on everybody's tongue and the public has a receptive mind for learning about tea.

CARTER, MACY & CO., INCORPORATED NEW YORK

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Business Troubles
Will be found on Page 16